

The Magic in the Method – Module VI

Table of Contents

Section 1 Refreshers & Notices

Embedded Sourcers

Frustration

Get Your Game On

What Makes a Good Sourcer (Revised)

Section 2 Sourcing Subjects

Black and White

Ensourcing Opportunity

Section 3 Telephone Techniques

Body Language

Checking Internet Names

Gatekeeper Kill Ratios

How Shy People Should Approach Gatekeepers

Verifying Titles

Section 4 Strategic Issues

Beyond Names Sourcing

April Callers

And I thought I was busted...

Guilt

How Many Names?

Improv & Sourcing

Telephone Sourcing Experience Metrics Model

The Wrong Answer

Turnover Metrics

Section 5 Organization/Tools

Early Birds

Eliminate Time Wasters

Enhanced Sourcing

Field of Dreams

Google Like a Pro

Telephone Names Sourcing Solution Sheet

Thinking Like a Genius

When I Was a Baby Sourcer

Section 6 Scripts

Gatekeeper Chat Times

Sourcing Script – Business Development

Sourcing Script – Pharmacists

What Do I Say NOW?

Section 7 More Sourcing Subjects

College Degrees

Sourcing Training – Onsite

Sourcing – Real Student Experience